Reporting Institution: U.S. Naval Academy

School Info

We agree to release the institution's data to the conference: Yes

Institutional Contacts:

Primary Contact Loretta Lamar Title: Sr. Assoc AD, Compliance/

Person: SWA

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Audit Firm: CliftonLarsonAllen, **AUP Report Issuance** 01/15/2019

LLC Date:

Classification & Conference:

NCAA Primary Division: I-FBS

Athletic Conference: Patriot League

Undergraduates by Gender:

| | Number | Percent |
|------------------------|--------|---------|
| Male Undergraduates: | 3,261 | 72.3% |
| Female Undergraduates: | 1,251 | 27.7% |
| Total Undergraduates: | 4.512 | |

Sports Sponsorship:

| Sport | Men's Teams Only | Women's Teams Only | Mixed Teams |
|------------------|-------------------------|--------------------|--------------------|
| Baseball | X | | |
| Basketball | X | X | |
| Beach Volleyball | | | |
| Bowling | | | |
| Cross Country | X | X | |
| Equestrian | | | |
| Fencing | | | |
| Field Hockey | | | |
| Football | X | | |
| Golf | X | X | |

| Sport | Men's Teams Only | Women's Teams Only | Mixed Teams |
|---------------------|-------------------------|--------------------|--------------------|
| Gymnastics | X | | |
| Ice Hockey | | | |
| Lacrosse | X | X | |
| Rifle | | | X |
| Rowing | | X | |
| Rugby | | | |
| Skiing | | | |
| Soccer | X | X | |
| Softball | | | |
| Swimming and Diving | X | X | |
| Tennis | X | X | |
| Track, Indoor | X | X | |
| Track, Outdoor | X | X | |
| Triathlon | | | |
| Volleyball | | X | |
| Water Polo | X | | |
| Wrestling | X | | |
| Others | X | X | |
| Totals | 15 | 12 | 1 |

Revenue/Expense Summary

| ID | Item | Amount Definition |
|------|---|--|
| Reve | enues | |
| 1 | Ticket Sales | \$5,412,143 Input revenue received for sales of admissions to athletic events. This may include: Public and faculty sales. Student sales Shipping and Handling fees. Please report amounts paid in excess of ticket's face value to obtain preferential seating or priority in Category 8 (Contributions). |
| 2 | Direct State or Other Government Support | \$0 Input state, municipal, federal and other appropriations made in support of athletics. This amount includes funding specifically earmarked for the athletics department by government agencies for which the institution cannot reallocate. This amount also includes state funded employee benefits. Corresponding expenses should be reported in Categories 22 and 24. Any state or other government support appropriated to the university, for which the university determines the dollar allocation to the athletics department shall be reported in Direct Institutional Support (Category 4). |
| 3 | Student Fees | \$575,388 Input student fees assessed and restricted for support of intercollegiate athletics. |
| 4 | Direct Institutional Support | \$6,522,390 Input direct funds provided by the institution to athletics for the operations of intercollegiate athletics including: Unrestricted funds allocated to the athletics department by th university (e.g. state funds, tuition, tuition discounts/waivers transfers) Federal work study support for student workers employed by athletics. Endowment unrestricted income, spending policy distribution and other investment income distributed to athletics in the reporting year to support athletic operations. Athletics restricted endowment income for athletics should be reported in Category 17. |

| ID | Item | Amount | Definition |
|----|--|-------------|---|
| 5 | Less - Transfers to Institution | \$0 | If the institution allocated funds to athletics as represented in Categories 3-4 and the athletics department provided a transfer of funds back to the institution in the reporting year, report the transfer amount as a negative in this category. The transfer amount may not exceed the total of Categories 3-4. Transfers back to the institution in excess of Categories 3-4 should be reported in Category 50 - excess transfers to institution. |
| 6 | Indirect Institutional Support | \$0 | Input value of costs covered and services provided by the institution to athletics but <u>not charged</u> to athletics including: |
| | | | • Administrative services provided by the university to athletics but not charged such as HR, Accounting and IT. |
| | | | • Facilities maintenance. |
| | | | • Security. |
| | | | Risk Management.Utilities. |
| | | | Do not include depreciation |
| | | | Do not include depreciation. |
| | | | Note: This category should equal Category 36. If the institution is paying for debt service, leases, or rental fees for athletic facilities, but not charging to athletics, include those amounts in Category 6A. |
| 6A | Indirect Institutional Support - Athletic Facilities Debt Service, | \$0 | Input debt service payments (principal and interest, including internal loan programs), leases and rental fees for athletics facilities for the reporting year provided by the institution to athletics but not |
| | Lease and Rental Fees | | <u>charged</u> to athletics. |
| | | | Do not report depreciation. |
| | | | Note: If the institution is paying for all athletic facilities debt service, lease and rental fees and not charging to athletics, this category will equal Category 34. If athletics or other entities are also paying these expenses or the institution is charging directly to athletics, this category will not equal Category 34. |
| 7 | Guarantees | \$4,477,409 | Input revenue received from participation in away games. |

| ID | Item | Amount | Definition |
|----|---------------|-------------|--|
| 8 | Contributions | \$4,431,182 | Input contributions provided <u>and</u> used by athletics in the reporting year including: |
| | | | • Amounts received from individuals, corporations, associations, foundations, clubs or other organizations designated for the operations of the athletics program. |
| | | | • Funds contributed by outside contributors for the payment of debt service, lease payments or rental fee expenses for athletic facilities in the reporting year. |
| | | | • Amounts received above face value for tickets. |
| | | | Contributions shall include cash and marketable securities. |
| | | | Do not report: |
| | | | • Pledges until funds are provided to athletics for use. |
| | | | • Contributions to be used in other reporting years. |
| 9 | In-Kind | \$500,000 | Input market value of in-kind contributions in the reporting year including: |
| | | | Dealer provided automobiles. |
| | | | • Equipment. |
| | | | • Services. |
| | | | Nutritional product. |
| | | | All in-kind contributions that are made as a result of a licensing or sponsorship agreement should be reported in Category 15. |
| | | | Please offset in-kind values in the appropriate expense category. |

| ID | Item | Amount | Definition |
|----|---|-------------|--|
| 10 | Compensation and Benefits provided by a third party | \$0 | Input all benefits provided by a third party and contractually guaranteed by the institution, but not included on the institution's W-2. These may include: |
| | | | • Car stipend. |
| | | | • Country club membership. |
| | | | • Allowances for clothing, housing, entertainment. |
| | | | • Speaking fees. |
| | | | • Camps compensation. |
| | | | Media income. |
| | | | • Shoe and apparel income. |
| | | | The total of this category should equal expense Categories 23 and 25 combined. |
| 11 | Media Rights | \$2,475,000 | Input <u>all</u> revenue received for radio, television, internet, digital and e-commerce rights, including the portion of conference distributions related to media rights - if applicable. |
| | | | Consult with your conference offices if you do not have the media rights distribution amount available. |
| 12 | NCAA Distributions | \$576,243 | Input revenues received from all NCAA distributions including NCAA championships reimbursements and payments received from the NCAA for hosting a championship. |
| | | | In some cases, NCAA distributions may be provided by the conference office. Consult with the conference office for the amount if you do not have it available and include in this category. |
| 13 | Conference Distributions (Non Media and Non Bowl) | \$1,780,931 | Input all revenues received by conference distribution, excluding portions of distribution relating to media rights (reported in Category 11) or NCAA distributions (reported in Category 12). |
| | | | Note: Conference distributions of revenue generated by a post-season bowl to conference members should be recorded in this category. Distributions for reimbursement of post-season bowl expenses should be included in Category 19. |

| ID | Item | Amount | Definition |
|----|---|-------------|--|
| 14 | Program, Novelty, Parking and | \$1,540,818 | Input revenues from: |
| | Concession Sales | | • Game Programs. |
| | | | • Novelties. |
| | | | • Food and Concessions. |
| | | | • Parking. |
| | | | Advertising should be included in Category 15. |
| 15 | Royalties, Licensing, Advertisement and | \$9,981,394 | Input revenues from: |
| | Sponsorships | | • Sponsorships. |
| | | | • Licensing Agreements. |
| | | | • Advertisement. |
| | | | • Royalties. |
| | | | • In-kind products and services as part of sponsorship agreement. |
| | | | An allocation may be necessary to distinguish revenues generated by athletics versus the university if payments are combined. |
| 16 | Sports Camp Revenues | \$4,114,801 | Input amounts received by the athletics department for sports camps and clinics. |
| 17 | Athletics Restricted Endowment and Investments Income | \$2,281,758 | Please report <u>spending policy distributions</u> from athletics restricted endowments and <u>investment income used for athletics operations in the reporting year</u> . |
| | | | This category includes only restricted investment and endowment income <u>used</u> for the operations of intercollegiate athletics; institutional allocations of income from unrestricted endowments qualify as ""Direct Institutional Support"" and should be reported in Category 4. |
| | | | Note: Please make sure amounts reported are only up to the amount of expenses covered by the endowment for the reporting year. |
| 18 | Other Operating Revenue | \$7,408,806 | Input any operating revenues received by athletics in the report year which cannot be classified into one of the stated categories. |
| | | | If the figure is greater than 10% of total revenues, please report the top three activities included in this category in the comments section. |

| ID | Item | Amount | Definition |
|------|-----------------------------|--------------|--|
| 19 | Bowl Revenues | \$1,058,192 | Input all amounts received related to participation in a post-season bowl game, including: |
| | | | • Expense reimbursements. |
| | | | • Ticket sales. |
| | Total Operating Revenues | \$53,136,455 | Total of Categories 1-19. |
| Ехре | enses | | |
| 20 | Athletic Student Aid | \$0 | Input the total amount of athletic student-aid for the reporting year including: |
| | | | • Summer school. |
| | | | • Tuition discounts and waivers (unless it is a discount or waiver available to the general student body). |
| | | | • Aid given to student-athletes who are inactive (medical reasons) or no longer eligible (exhausted eligibility). |
| | | | Note: Division I Grants-in-aid equivalencies are calculated by using the revenue distribution equivalencies by sport and in aggregate. (Athletic grant amount divided by the full grant amount). Other expenses related to attendance (also known as gap money or cost of attendance) should not be included in the grants-in-aid revenue distribution equivalencies. Only tuition, fees, room, board and course related books are countable for grants-in-aid revenue distribution per Bylaw 20.02.7. |
| | | | Athletics aid awarded to non-athletes (student-managers, graduate assistants, trainers) should be reported as Expenses Not Related to Specific Teams. It is permissible to report only dollars in the Expenses Not Related to Specific Teams row as long as you have reported non- zero entries for Equivalencies, Number of Students, and Dollars (all 3 required for at least one sport). |
| | | | Note: Pell grants are provided by the government, not the institution or athletics department, and therefore should be excluded from reporting in this category. |
| | | | This information can be managed within the NCAA's Compliance Assistance (CA) software. The information entered into compliance assistance will automatically populate to the athletic student aid section within the NCAA Financial Reporting System when the CA import feature is selected. |

import feature is selected.

| ID | Item | Amount | Definition |
|----|---|----------|---|
| 21 | Guarantees | \$11,419 | Input amounts paid to visiting participating institutions, including per diems and/or travel and meal expenses. |
| 22 | Coaching Salaries, Benefits and Bonuses paid by the University and Related Entities | (b) (4) | Input compensation, bonuses and benefits paid to all coaches reportable on the university or related entities W-2 and 1099 forms inclusive of: |
| | | | • Gross wages and bonuses. |
| | | | • Benefits including allowances, speaking fees, retirement, stipends, memberships, media income, tuition reimbursement and earned deferred compensation, including those funded by the state. |
| | | | Place any severance payments in Category 26. |
| | | | Note: Bonuses related to participation in a post-season bowl game should be included in Category 41A. |
| 23 | Coaching Salaries, Benefits and Bonuses paid by a Third Party | \$0 | Input compensation, bonuses and benefits paid to all coaches by a third party and contractually guaranteed by the institution, but not included on the institutions W-2 including: |
| | | | • Car stipend. |
| | | | • Country club membership. |
| | | | Allowances for clothing, housing, entertainment. |
| | | | • Speaking fees. |
| | | | • Camps compensation. |
| | | | Media income. |
| | | | • Shoe and apparel income. |
| | | | Expense Category 23 and 25 should equal Category 10. |
| | | | Note: Bonuses related to participation in a post-season bowl game should be included in Category 41A. |

| ID | Item | Amount | Definition |
|----|---|-------------|--|
| 24 | Support Staff/ Administrative Compensation, Benefits and Bonuses paid by the University and Related Entities | (b) (4) | Input compensation, bonuses and benefits paid to all administrative and support staff reportable on the university or related entities (e.g. foundations or booster clubs) W-2 and 1099 forms inclusive of: Gross wages and bonuses. Benefits including allowances, speaking fees, retirement, stipends, memberships, media income, tuition reimbursement and earned deferred compensation, including those funded by the state. |
| | | | Staff members responsible for the gender-specific athletics department, but not a specific sport (i.e., director of men's athletics), will have their compensation figures reported as Expenses Not Related to Specific Teams fields. Athletics department staff members who assist both men's and women's teams (sports information director, academic advisor) will be reported as Not Allocated by Gender column. |
| 25 | Support Staff/ Administrative Compensation, Benefits and Bonuses paid by Third Party | \$0 | Input compensation, bonuses and benefits paid to administrative and support staff by a third party and contractually guaranteed by the institution, but not included on the institutions W-2 including: • Car stipend. • Country club membership. • Allowances for clothing, housing, entertainment. • Speaking fees. • Camps compensation. • Media income. • Shoe and apparel income. Expense Category 23 and 25 should equal Category 10. |
| 26 | Severance Payments | \$0 | Input severance payments and applicable benefits recognized for past coaching and administrative personnel. |
| 27 | Recruiting | \$1,394,546 | Input transportation, lodging and meals for prospective student- athletes and institutional personnel on official and unofficial visits, telephone call charges, postage and such. Include value of use of institution's own vehicles or airplanes as well as in-kind value of loaned or contributed transportation. |

| ID | Item | Amount | Definition |
|----|---|-------------|--|
| 28 | Team Travel | \$3,060,066 | Input air and ground travel, lodging, meals and incidentals (including housing costs incurred during school break period) for competition related to preseason, regular season and non-bowl postseason. Amounts incurred for food and lodging for housing the team before a home game also should be included. Use of the institution's own vehicles or airplanes as well as in-kind value of donor-provided transportation. Note: Expenses related to post-season bowls should be included in Category 41. |
| 29 | Sports Equipment, Uniforms and Supplies | \$2,894,744 | Input items that are provided to the teams only. Equipment amounts are those expended from current or operating funds. Include value of in-kind equipment provided. Note: Expenses related to post-season bowls should be included in |
| | | | Category 41. |
| 30 | Game Expenses | \$1,687,479 | Input game-day expenses other than travel which are necessary for intercollegiate athletics competition, including officials, security, event staff, ambulance, etc. Input any payments back to the NCAA for hosting a tournament. |
| | | | Note: Expenses related to post-season bowls should be included in Category 41. |
| 31 | Fund Raising, Marketing and Promotion | \$1,801,375 | Input costs associated with fund raising, marketing and promotion for media guides, brochures, recruiting publications and such. |
| 32 | Sports Camp Expenses | \$3,212,048 | Input all expenses paid by the athletics department, including non-athletics personnel salaries and benefits, from hosting sports camps and clinics. Athletics personnel salaries and benefits should be reported in Categories 22-25. |
| 33 | Spirit Groups | \$0 | Include support for spirit groups including bands, cheerleaders, mascots, dancers, etc. |
| | | | Note: Expenses related to post-season bowls should be included in Category 41. |

| ID | Item | Amount | Definition |
|-----|---|-------------|--|
| 34 | Athletic Facilities Debt Service, Leases and Rental Fee | \$266,431 | Input debt service payments (principal and interest, including internal loan programs), leases and rental fees for athletics facilities for the reporting year regardless of entity paying (athletics, institution or other). Do not report depreciation. |
| | | | Note: If the institution is paying for <u>all</u> debt service, leases, or rental fees for athletic facilities but not charging to athletics, this category should equal Category 6A. If athletics or other entities are paying these expenses or the institution is charging directly to athletics, this category will not equal Category 6A. |
| 35 | Direct Overhead and Administrative Expenses | \$9,295,160 | Input overhead and administrative expenses <u>paid by or charged</u> <u>directly to athletics</u> including: • Administrative/Overhead fees charged by the institution to |
| | | | athletics.Facilities maintenance. |
| | | | Facilities maintenance.Security. |
| | | | • Risk Management. |
| | | | • Utilities. |
| | | | • Equipment Repair. |
| | | | Telephone. Other Administrative Expenses. |
| 2.5 | | Φ.0 | |
| 36 | Indirect Institutional Support | \$0 | Input overhead and administrative expenses NOT paid by or charged directly to athletics including: |
| | | | • Administrative/Overhead fees <u>not charged</u> by the institution to athletics. |
| | | | • Facilities maintenance. |
| | | | • Security. |
| | | | Risk Management.Utilities. |
| | | | • Equipment Repair. |
| | | | • Telephone. |
| | | | • Other Administrative Expenses. |
| | | | Do not report depreciation. |
| | | | Note: This category should equal Category 6. |

| ID | Item | Amount | Definition |
|-----|---|--------------|--|
| 37 | Medical Expenses and Insurance | \$0 | Input medical expenses and medical insurance premiums for student-athletes. |
| 38 | Memberships and Dues | \$654,686 | Input memberships, conference and association dues. |
| 39 | Student-Athlete Meals (non-travel) | \$0 | Include meal allowance and food/snacks provided to student-athletes. |
| | | | Note: Meals provided during team travel should be reported in Category 28. |
| 40 | Other Operating Expenses | \$4,287,673 | Input any operating expenses paid by athletics in the report year which cannot be classified into one of the stated categories, including: |
| | | | • Non-team travel (conferences, etc.). |
| | | | • Team banquets and awards. |
| | | | If the figure is greater than 10% of total expenses, please report the top three activities included in this category in the comments section. |
| 41 | Bowl Expenses | \$387,097 | Input all expenditures related to participation in a post-season bowl game, including: |
| | | | • Team travel, lodging and meal expenses. |
| | | | Bonuses related to bowl participation. |
| | | | • Spirit groups. |
| | | | • Uniforms. |
| | | | Note: All post-season bowl related coaching compensation/ bonuses should be reported in Category 41A, Bowl Expenses – Coaching Compensation/Bonuses. |
| 41A | Bowl Expenses - Coaching Compensation/Repuses | \$0 | Input all coaching bonuses related to participation in a post-season bowl game. |
| | Compensation/Bonuses | | Note: All other post-season bowl related expenses should be reported in Category 41, Bowl Expenses. |
| | Total Operating Expenses | \$55,255,273 | Total of Categories 20-41A. |

Revenue/Expense Details

1 Ticket Sales \$5,412,143 Input revenue received for sales of admissions to athletic events. This may include:

- Public and faculty sales.
- Student sales
- Shipping and Handling fees.

Please report amounts paid in excess of ticket's face value to obtain preferential seating or priority in Category 8 (Contributions).

| | Men's Teams Only Women's Teams Only Not Allocated by Gender | | | |
|---------------------------------------|---|--------------|--------------|--|
| Revenues by Source | Ticket Sales | Ticket Sales | Ticket Sales | |
| Baseball | | | | |
| Basketball | 174,199 | 16,602 | | |
| Football | 4,735,062 | | | |
| Golf | | | | |
| Gymnastics | 1,770 | | | |
| Lacrosse | 34,044 | | | |
| Rifle | | | | |
| Rowing | | | | |
| Soccer | 7,199 | 16,554 | | |
| Swimming and Diving | 8,030 | | | |
| Tennis | | | | |
| Track and Field, X-Country | | | | |
| Volleyball | | | | |
| Water Polo | | | | |
| Wrestling | 35,492 | | | |
| Others | | | | |
| Subtotal All Teams | 4,995,796 | 33,156 | 0 | |
| Revenue Not Related to Specific Teams | | | 383,191 | |
| Total Revenue | 4,995,796 | 33,156 | 383,191 | |

- 2 Direct State or Other Government Support
- \$0 Input state, municipal, federal and other appropriations made in support of athletics.

This amount includes funding specifically earmarked for the athletics department by government agencies for which the institution cannot reallocate.

This amount also includes state funded employee benefits. Corresponding expenses should be reported in Categories 22 and 24.

Any state or other government support appropriated to the university, for which the university determines the dollar allocation to the athletics department shall be reported in Direct Institutional Support (Category 4).

| Revenues by Source | Men's Teams Only Direct State or Other Government Support | Women's Teams Only Direct State or Other Government Support | Not Allocated by Gender Direct State or Other Government Support |
|--|---|---|--|
| Baseball | | | |
| Basketball | | | |
| Football | | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | | | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | | |
| Water Polo | | | |
| Wrestling | | | |
| Others | | | |
| Subtotal All Teams | 0 | (| 0 |
| Revenue Not Related to Specific Teams | | | |
| Total Revenue | 0 | (| 0 |

3 Student Fees \$575,388 Input student fees assessed and restricted for support of intercollegiate athletics.

| Revenues by Source | Men's Teams Only V Student Fees | Vomen's Teams Only Student Fees | Not Allocated by Gender Student Fees |
|---------------------------------------|------------------------------------|------------------------------------|---|
| Baseball | | | |
| Basketball | | | |
| Football | | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | | | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | | |
| Water Polo | | | |
| Wrestling | | | |
| Others | | | |
| Subtotal All Teams | 0 | 0 | 0 |
| Revenue Not Related to Specific Teams | } | | 575,388 |
| Total Revenue | 0 | 0 | 575,388 |

4 Direct Institutional Support

\$6,522,390 Input direct funds provided by the institution to athletics for the operations of intercollegiate athletics including:

- Unrestricted funds allocated to the athletics department by the university (e.g. state funds, tuition, tuition discounts/waivers, transfers)
- Federal work study support for student workers employed by athletics.
- Endowment unrestricted income, spending policy distributions and other investment income distributed to athletics in the reporting year to support athletic operations. Athletics restricted endowment income for athletics should be reported in Category 17.

| | Men's Teams Only | Women's Teams Only | Not Allocated by Gender |
|---------------------------------------|---------------------------------|---------------------------------|---------------------------------|
| Revenues by Source | Direct Institutional Support | Direct Institutional Support | Direct Institutional Support |
| Baseball | 21,453 | | |
| Basketball | | 11,712 | |
| Football | | | |
| Golf | 180 | 381 | |
| Gymnastics | 159,249 | | |
| Lacrosse | 102,693 | 55,104 | |
| Rifle | | | 18,619 |
| Rowing | | | |
| Soccer | 6,038 | 5,914 | |
| Swimming and Diving | 184,019 | 132,627 | |
| Tennis | 8,658 | 11,082 | |
| Track and Field, X-Country | 72,810 | 365,160 | |
| Volleyball | | 5,560 | |
| Water Polo | 9,045 | | |
| Wrestling | 10,062 | | |
| Others | 22,896 | | |
| Subtotal All Teams | 597,103 | 587,540 | 18,619 |
| Revenue Not Related to Specific Teams | | | 5,319,128 |
| Total Revenue | 597,103 | 587,540 | 5,337,747 |

5 Less -Transfers to Institution

\$0 If the institution allocated funds to athletics as represented in Categories 3-4 and the athletics department provided a transfer of funds back to the institution in the reporting year, report the transfer amount as a negative in this category. The transfer amount may not exceed the total of Categories 3-4. Transfers back to the institution in excess of Categories 3-4 should be reported in Category 50 - excess transfers to institution.

| Revenues by Source | Men's Teams Only Less - Transfers to Institution | Women's Teams Only Less - Transfers to Institution | Not Allocated by Gender Less - Transfers to Institution |
|---------------------------------------|--|--|---|
| Baseball | | | |
| Basketball | | | |
| Football | | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | | | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | | |
| Water Polo | | | |
| Wrestling | | | |
| Others | | | |
| Subtotal All Teams | (|) (| 0 |
| Revenue Not Related to Specific Teams | | | |
| Total Revenue | (|) (| 0 |

6 Indirect Institutional Support

- \$0 Input value of costs covered and services provided by the institution to athletics but not charged to athletics including:
 - Administrative services provided by the university to athletics but not charged such as HR, Accounting and IT.
 - Facilities maintenance.
 - Security.
 - Risk Management.
 - Utilities.

Do not include depreciation.

Note: This category should equal Category 36. If the institution is paying for debt service, leases, or rental fees for athletic facilities, but not charging to athletics, include those amounts in Category 6A.

| Revenues by Source | Men's Teams Only Indirect Institutional Support | Women's Teams Only Indirect Institutional Support | Not Allocated by Gender Indirect Institutional Support |
|----------------------------|---|---|--|
| Baseball | | | |
| Basketball | | | |
| Football | | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | | | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | | |
| Water Polo | | | |
| Wrestling | | | |
| Others | | | |
| Subtotal All Teams | 0 | (| 0 |
| | | | |

Specific Teams

| Revenues by Source | Men's Teams Only Indirect Institutional | Women's Teams Only Indirect Institutional | Not Allocated by Gender Indirect Institutional |
|--------------------|--|---|--|
| | Support | Support | Support |
| Total Revenue | 0 | (| 0 |

Reporting Institution: U.S. Naval Academy

Reporting Year (FY): 2018

- 6A Indirect Institutional
 Support Athletic Facilities
 Debt Service, Lease and
 Rental Fees
- \$0 Input debt service payments (principal and interest, including internal loan programs), leases and rental fees for athletics facilities for the reporting year provided by the institution to athletics but <u>not charged</u> to athletics.

Do not report depreciation.

Note: If the institution is paying for all athletic facilities debt service, lease and rental fees and not charging to athletics, this category will equal Category 34. If athletics or other entities are also paying these expenses or the institution is charging directly to athletics, this category will not equal Category 34.

| Revenues by Source | Men's Teams Only Indirect Institutional Support - Athletic Facilities Debt Service, Lease and Rental Fees | Women's Teams Only Indirect Institutional Support - Athletic Facilities Debt Service, Lease and Rental Fees | Not Allocated by Gender Indirect Institutional Support - Athletic Facilities Debt Service, Lease and Rental Fees |
|----------------------------|---|---|--|
| Baseball | | | |
| Basketball | | | |
| Football | | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | | | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | | |
| Water Polo | | | |
| Wrestling | | | |
| Others | | | |
| Subtotal All Teams | 0 | 0 | 0 |

| Revenues by Source | Men's Teams Only Indirect Institutional Support - Athletic Facilities Debt Service, Lease and Rental Fees | Women's Teams Only Indirect Institutional Support - Athletic Facilities Debt Service, Lease and Rental Fees | Not Allocated by Gender Indirect Institutional Support - Athletic Facilities Debt Service, Lease and Rental Fees |
|---|---|---|--|
| Revenue Not Related to Specific Teams | | | |
| Total Revenue | 0 | 0 | 0 |

7 Guarantees

\$4,477,409 Input revenue received from participation in away games.

| D l C | _ | omen's Teams Only No | • |
|---------------------------------------|------------|----------------------|------------|
| Revenues by Source Baseball | Guarantees | Guarantees | Guarantees |
| | | | |
| Basketball | 105,000 | 15,000 | |
| Football | 4,347,409 | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | | | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | | |
| Water Polo | | | |
| Wrestling | | | |
| Others | 10,000 | | |
| Subtotal All Teams | 4,462,409 | 15,000 | 0 |
| Revenue Not Related to Specific Teams | | | |
| Total Revenue | 4,462,409 | 15,000 | 0 |

8 Contributions \$4,431,182 Input contributions **provided and used by athletics** in the reporting year including:

- Amounts received from individuals, corporations, associations, foundations, clubs or other organizations designated for the operations of the athletics program.
- Funds contributed by outside contributors for the payment of debt service, lease payments or rental fee expenses for athletic facilities in the reporting year.
- Amounts received above face value for tickets.

Contributions shall include cash and marketable securities.

Do not report:

- Pledges until funds are provided to athletics for use.
- Contributions to be used in other reporting years.

| Revenues by Source | Men's Teams Only V Contributions | Vomen's Teams Only No Contributions | ot Allocated by Gender Contributions |
|---------------------------------------|-------------------------------------|--|---|
| Baseball | 25,667 | | |
| Basketball | 42,863 | 24,667 | |
| Football | 1,237,367 | | |
| Golf | 50,556 | 18,395 | |
| Gymnastics | 28,150 | | |
| Lacrosse | 29,242 | 14,313 | |
| Rifle | | | |
| Rowing | | 31,167 | |
| Soccer | 23,700 | 7,560 | |
| Swimming and Diving | 81,079 | 74,351 | |
| Tennis | 3,939 | 23,957 | |
| Track and Field, X-Country | 60,738 | 15,517 | |
| Volleyball | | 5,098 | |
| Water Polo | 728 | | |
| Wrestling | 61,979 | | |
| Others | 772,549 | | |
| Subtotal All Teams | 2,418,557 | 215,025 | 0 |
| Revenue Not Related to Specific Teams | | | 1,797,600 |

Reporting Institution: U.S. Naval Academy

Reporting Year (FY): 2018

| | Men's Teams Only Women's Teams Only Not Allocated by Gende | | | |
|---------------------------|--|---------------|---------------|--|
| Revenues by Source | Contributions | Contributions | Contributions | |
| Total Revenue | 2,418,557 | 215,025 | 1,797,600 | |

- 9 In-Kind \$500,000 Input market value of in-kind contributions in the reporting year including:
 - Dealer provided automobiles.
 - Equipment.
 - Services.
 - Nutritional product.

All in-kind contributions that are made as a result of a licensing or sponsorship agreement should be reported in Category 15.

Please offset in-kind values in the appropriate expense category.

| | | | Not Allocated by Gender |
|---------------------------------------|---------|---------|-------------------------|
| Revenues by Source | In-Kind | In-Kind | In-Kind |
| Baseball | | | |
| Basketball | | | |
| Football | | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | | | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | | |
| Water Polo | | | |
| Wrestling | | | |
| Others | | | |
| Subtotal All Teams | 0 | 0 | 0 |
| Revenue Not Related to Specific Teams | | | 500,000 |
| Total Revenue | 0 | 0 | 500,000 |

- 10 Compensation and Benefits provided by a third party
- \$0 Input all benefits provided by a third party and contractually guaranteed by the institution, but not included on the institution's W-2. These may include:
 - Car stipend.
 - Country club membership.
 - Allowances for clothing, housing, entertainment.
 - Speaking fees.
 - Camps compensation.
 - Media income.
 - Shoe and apparel income.

The total of this category should equal expense Categories 23 and 25 combined.

| | Men's Teams Only | Women's Teams Only | Not Allocated by Gender |
|----------------------------|---|---|-------------------------|
| Revenues by Source | Compensation and Benefits provided by a third party | Compensation and Benefits provided by a third party | - |
| Baseball | | | |
| Basketball | | | |
| Football | | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | | | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | | |
| Water Polo | | | |
| Wrestling | | | |
| Others | | | |
| Subtotal All Teams | 0 | 0 | 0 |

| Revenues by Source | Men's Teams Only Compensation and Benefits provided by a third party | Women's Teams Only Compensation and Benefits provided by a third party | • |
|---------------------------------------|--|--|---|
| Revenue Not Related to Specific Teams | | | |
| Total Revenue | 0 | 0 | 0 |

11 Media Rights \$2,475,000 Input <u>all</u> revenue received for radio, television, internet, digital and e-commerce rights, including the portion of conference distributions related to media rights - if applicable.

Consult with your conference offices if you do not have the media rights distribution amount available.

| | Men's Teams Only Women's Teams Only Not Allocated by Gender | | | | |
|---------------------------------------|---|--------------|--------------|--|--|
| Revenues by Source | Media Rights | Media Rights | Media Rights | | |
| Baseball | | | | | |
| Basketball | | | | | |
| Football | 2,475,000 | | | | |
| Golf | | | | | |
| Gymnastics | | | | | |
| Lacrosse | | | | | |
| Rifle | | | | | |
| Rowing | | | | | |
| Soccer | | | | | |
| Swimming and Diving | | | | | |
| Tennis | | | | | |
| Track and Field, X-Country | | | | | |
| Volleyball | | | | | |
| Water Polo | | | | | |
| Wrestling | | | | | |
| Others | | | | | |
| Subtotal All Teams | 2,475,000 | 0 | 0 | | |
| Revenue Not Related to Specific Teams | S | | | | |
| Total Revenue | 2,475,000 | 0 | 0 | | |

12 NCAA Distributio ns

\$576,243 Input revenues received from all NCAA distributions including NCAA championships reimbursements and payments received from the NCAA for hosting a championship.

In some cases, NCAA distributions may be provided by the conference office. Consult with the conference office for the amount if you do not have it available and include in this category.

| | Men's Teams Only Women's Teams OnlyNot Allocated by Gender | | | | |
|---------------------------------------|--|--------------------|--|--|--|
| Revenues by Source | NCAA Distributions NCAA Distributions | NCAA Distributions | | | |
| Baseball | | | | | |
| Basketball | | | | | |
| Football | | | | | |
| Golf | | | | | |
| Gymnastics | | | | | |
| Lacrosse | 11,400 | | | | |
| Rifle | | | | | |
| Rowing | | | | | |
| Soccer | | | | | |
| Swimming and Diving | 1,200 | | | | |
| Tennis | | | | | |
| Track and Field, X-Country | 3,750 | | | | |
| Volleyball | | | | | |
| Water Polo | | | | | |
| Wrestling | 7,356 | | | | |
| Others | | | | | |
| Subtotal All Teams | 11,106 12,600 | 0 | | | |
| Revenue Not Related to Specific Teams | S | 552,537 | | | |
| Total Revenue | 11,106 12,600 | 552,537 | | | |

13 Conference
Distributions (Non
Media and Non Bowl)

\$1,780,931 Input all revenues received by conference distribution, excluding portions of distribution relating to media rights (reported in Category 11) or NCAA distributions (reported in Category 12).

Note: Conference distributions of revenue generated by a post-season bowl to conference members should be recorded in this category. Distributions for reimbursement of post-season bowl expenses should be included in Category 19.

| Revenues by Source | Men's Teams Only Conference Distributions | Women's Teams Only Conference Distributions | Not Allocated by Gender Conference Distributions |
|---------------------------------------|--|--|---|
| nevenues by Bouree | | (Non Media and Non Bowl) | |
| Baseball | | | |
| Basketball | | | |
| Football | 1,780,931 | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | | | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | | |
| Water Polo | | | |
| Wrestling | | | |
| Others | | | |
| Subtotal All Teams | 1,780,931 | 0 | 0 |
| Revenue Not Related to Specific Teams | | | |
| Total Revenue | 1,780,931 | 0 | 0 |

14 Program, Novelty, Parking and Concession Sales

\$1,540,818 Input revenues from:

- Game Programs.
- Novelties.
- Food and Concessions.
- Parking.

Advertising should be included in Category 15.

| Revenues by Source | Men's Teams Only Program, Novelty, Parking and Concession Sales | Women's Teams Only Program, Novelty, Parking and Concession Sales | Not Allocated by Gender Program, Novelty, Parking and Concession Sales |
|---------------------------------------|---|---|--|
| Baseball | | | |
| Basketball | 4,742 | | |
| Football | 541,934 | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | 620 | 480 | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | 110 | |
| Water Polo | | | |
| Wrestling | | | |
| Others | | | |
| Subtotal All Teams | 547,296 | 590 | 0 |
| Revenue Not Related to Specific Teams | | | 992,932 |
| Total Revenue | 547,296 | 590 | 992,932 |

15 Royalties, Licensing, Advertisement and Sponsorships \$9,981,394 Input revenues from:

- Sponsorships.
- Licensing Agreements.
- Advertisement.
- Royalties.
- In-kind products and services as part of sponsorship agreement.

An allocation may be necessary to distinguish revenues generated by athletics versus the university if payments are combined.

| Revenues by Source | Men's Teams Only Royalties, Licensing, Advertisement and Sponsorships | Women's Teams Only Royalties, Licensing, Advertisement and Sponsorships | Not Allocated by Gender Royalties, Licensing, Advertisement and Sponsorships |
|---------------------------------------|--|--|---|
| Baseball | 84,921 | | |
| Basketball | 68,001 | 59,001 | |
| Football | 903,642 | | |
| Golf | 26,643 | 15,000 | |
| Gymnastics | 15,001 | | |
| Lacrosse | 175,599 | 105,001 | |
| Rifle | | | 5,001 |
| Rowing | | | |
| Soccer | 48,000 | 48,000 | |
| Swimming and Diving | 22,972 | 28,676 | |
| Tennis | 20,341 | 20,850 | |
| Track and Field, X-Country | 60,547 | 57,688 | |
| Volleyball | | 22,001 | |
| Water Polo | 18,827 | | |
| Wrestling | 44,619 | | |
| Others | 107,151 | | |
| Subtotal All Teams | 1,596,264 | 356,217 | 5,001 |
| Revenue Not Related to Specific Teams | | | 8,023,912 |
| NCAA Membership Fin | ancial Reporting System | | Page 33 of 86 |

| Reporting | Institution: | U.S. | Naval | Academy |
|------------------|---------------------|------|-------|---------|
|------------------|---------------------|------|-------|---------|

| Revenues by Source | Men's Teams Only | Women's Teams Only | Not Allocated by Gender |
|--------------------|-----------------------|-----------------------|-------------------------|
| | Royalties, Licensing, | Royalties, Licensing, | Royalties, Licensing, |
| | Advertisement and | Advertisement and | Advertisement and |
| | Sponsorships | Sponsorships | Sponsorships |
| Total Revenue | 1,596,264 | 356,217 | 8,028,913 |

Reporting Year (FY): 2018

16 Sports Camp Revenues \$4,114,801 Input amounts received by the athletics department for sports camps and clinics.

| | Men's Teams Only | Women's Teams Only | Not Allocated by Gender |
|---------------------------------------|-------------------------|-------------------------|-----------------------------|
| Revenues by Source | Sports Camp Revenues | Sports Camp Revenues | Sports Camp Revenues |
| Baseball | 346,318 | | |
| Basketball | 146,535 | 85,662 | |
| Football | 20,055 | | |
| Golf | | | |
| Gymnastics | 151,030 | | |
| Lacrosse | 723,306 | 279,546 | |
| Rifle | | | |
| Rowing | | 175,885 | |
| Soccer | 353,440 | 181,932 | |
| Swimming and Diving | 253,650 | 101,470 | |
| Tennis | 44,188 | 78,748 | |
| Track and Field, X-Country | 79,425 | 72,594 | |
| Volleyball | | 204,930 | |
| Water Polo | 119,560 | | |
| Wrestling | 350,736 | | |
| Others | 342,011 | | |
| Subtotal All Teams | 2,930,254 | 1,180,767 | 0 |
| Revenue Not Related to Specific Teams | | | 3,780 |
| Total Revenue | 2,930,254 | 1,180,767 | 3,780 |

17 Athletics Restricted Endowment and Investments Income \$2,281,758 Please report <u>spending policy distributions</u> from athletics restricted endowments and <u>investment income used for athletics operations in the reporting year</u>.

This category includes only restricted investment and endowment income **used** for the operations of intercollegiate athletics; institutional allocations of income from unrestricted endowments qualify as ""Direct Institutional Support"" and should be reported in Category 4.

Note: Please make sure amounts reported are only up to the amount of expenses covered by the endowment for the reporting year.

| Revenues by Source | Men's Teams Only Athletics Restricted Endowment and Investments Income | Women's Teams Only Athletics Restricted Endowment and Investments Income | Not Allocated by Gender Athletics Restricted Endowment and Investments Income |
|---------------------------------------|---|---|--|
| Baseball | | | |
| Basketball | | | |
| Football | | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | | | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | | |
| Water Polo | | | |
| Wrestling | | | |
| Others | | | |
| Subtotal All Teams | C |) | 0 0 |
| Revenue Not Related to Specific Teams | | | 2,281,758 |
| Total Revenue | C | | 2,281,758 |

18 Other Operating Revenue

\$7,408,806 Input any operating revenues received by athletics in the report year which cannot be classified into one of the stated categories.

If the figure is greater than 10% of total revenues, please report the top three activities included in this category in the comments section.

| | Men's Teams Only | Women's Teams Only | Not Allocated by Gender |
|---------------------------------------|----------------------------|----------------------------|----------------------------|
| Revenues by Source | Other Operating Revenue | Other Operating Revenue | Other Operating Revenue |
| Baseball | 11,632 | | |
| Basketball | 84,459 | 4,024 | |
| Football | 181,673 | | |
| Golf | 11,294 | 28,744 | |
| Gymnastics | 14,782 | | |
| Lacrosse | 15,147 | 44,158 | |
| Rifle | | | 9,152 |
| Rowing | | 13,411 | |
| Soccer | 3,959 | 9,980 | |
| Swimming and Diving | 13,324 | 11,967 | |
| Tennis | 17,068 | 9,519 | |
| Track and Field, X-Country | 30,544 | 16,441 | |
| Volleyball | | 6,554 | |
| Water Polo | 8,451 | | |
| Wrestling | 13,319 | | |
| Others | 38,225 | | |
| Subtotal All Teams | 443,877 | 144,798 | 9,152 |
| Revenue Not Related to Specific Teams | | | 6,810,979 |
| Total Revenue | 443,877 | 144,798 | 6,820,131 |

19 Bowl Revenues \$1,058,192 Input all amounts received related to participation in a post-season bowl game, including:

- Expense reimbursements.
- Ticket sales.

| | Men's Teams Only | Women's Teams Only | Not Allocated by Gender |
|---------------------------------------|----------------------|----------------------|-------------------------|
| Revenues by Source | Bowl Revenues | Bowl Revenues | Bowl Revenues |
| Baseball | | | |
| Basketball | | | |
| Football | 1,058,192 | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | | | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | | |
| Water Polo | | | |
| Wrestling | | | |
| Others | | | |
| Subtotal All Teams | 1,058,192 | 0 | 0 |
| Revenue Not Related to Specific Teams | <u> </u> | | |
| Total Revenue | 1,058,192 | 0 | 0 |

Total Operating Revenues

\$53,136,455 Total of Categories 1-19.

| | Men's Teams Only | Women's Teams Only | Not Allocated by Gender |
|---------------------------------------|-----------------------------|-----------------------------|-----------------------------|
| Revenues by Source | Total Operating Revenues | Total Operating Revenues | Total Operating Revenues |
| Baseball | 489,991 | | |
| Basketball | 625,799 | 216,668 | |
| Football | 17,281,265 | | |
| Golf | 88,673 | 62,520 | |
| Gymnastics | 369,982 | | |
| Lacrosse | 1,080,031 | 509,522 | |
| Rifle | | | 32,772 |
| Rowing | | 220,463 | |
| Soccer | 442,956 | 270,420 | |
| Swimming and Diving | 563,074 | 350,291 | |
| Tennis | 94,194 | 144,156 | |
| Track and Field, X-Country | 307,814 | 527,400 | |
| Volleyball | | 244,253 | |
| Water Polo | 156,611 | | |
| Wrestling | 523,563 | | |
| Others | 1,292,832 | | |
| Subtotal All Teams | 23,316,785 | 2,545,693 | 32,772 |
| Revenue Not Related to Specific Teams | | | 27,241,205 |
| Total Revenue | 23,316,785 | 2,545,693 | 27,273,977 |

- 20 Athletic Total Dollar Student Amount Aid
- \$0 Input the total amount of athletic student-aid for the reporting year including:
 - Summer school.
 - Tuition discounts and waivers (unless it is a discount or waiver available to the general student body).
 - Aid given to student-athletes who are inactive (medical reasons) or no longer eligible (exhausted eligibility).

Note: Division I Grants-in-aid equivalencies are calculated by using the revenue distribution equivalencies by sport and in aggregate. (Athletic grant amount divided by the full grant amount). Other expenses related to attendance (also known as gap money or cost of attendance) should not be included in the grants-in-aid revenue distribution equivalencies. Only tuition, fees, room, board and course related books are countable for grants-in-aid revenue distribution per Bylaw 20.02.7.

Athletics aid awarded to non-athletes (student-managers, graduate assistants, trainers) should be reported as Expenses Not Related to Specific Teams. It is permissible to report only dollars in the Expenses Not Related to Specific Teams row as long as you have reported non-zero entries for Equivalencies, Number of Students, and Dollars (all 3 required for at least one sport).

Note: Pell grants are provided by the government, not the institution or athletics department, and therefore should be excluded from reporting in this category.

This information can be managed within the NCAA's Compliance Assistance (CA) software. The information entered into compliance assistance will automatically populate to the athletic student aid section within the NCAA Financial Reporting System when the CA import feature is selected.

Total Equivalencies Awarded 0

Total Students Receiving Aid 0

Male Athlete Scholarships

| Sport | Athletic Aid Equivalency (A) | Exhausted Eligibility or Medical Equivalency (B) | Total Equivalencies Awarded in 2017-2018 (A+B) | Number of Students Receiving Athletic Aid | Total Dollar Amount |
|--|------------------------------------|---|--|---|---------------------------|
| Baseball | | | | | |
| Basketball | | | | | |
| Football | | | | | |
| Golf | | | | | |
| Gymnastics | | | | | |
| Lacrosse | | | | | |
| Soccer | | | | | |
| Swimming and Diving | | | | | |
| Tennis | | | | | |
| Track and Field, X-Country | | | | | |
| Water Polo | | | | | |
| Wrestling | | | | | |
| Others | | | | | |
| Expenses Not Related to Specific Teams | | | | | |
| Totals | 0 | (|) (| 0 | 0 |
| | | Female Athlete | Scholarships | | |
| Sport | Athletic Aid Equivalency (A) | Exhausted Eligibility or Medical Equivalency (B) | Total Equivalencies Awarded in 2017-2018 (A+B) | Number of Students Receiving Athletic Aid | Total Dollar Amount |
| Basketball | | | | | |
| Golf | | | | | |
| Lacrosse | | | | | |
| Rowing | | | | | |
| Soccer | | | | | |
| Swimming and Diving | | | | | |
| Tennis | | | | | |

| Sport | Athletic Aid Equivalency (A) | Exhausted Eligibility or Medical Equivalency (B) | Total Equivalencies Awarded in 2017-2018 (A+B) | Number of Students Receiving Athletic Aid | Total Dollar Amount |
|--|---------------------------------|--|--|---|---------------------------|
| Track and Field, X-Country | | | | | |
| Volleyball | | | | | |
| Others | | | | | |
| Expenses Not Related to Specific Teams | | | | | |
| Totals | 0 | (| 0 | 0 | 0 |
| | No | ot Allocated by G | ender Scholarships | | |
| Sport | Athletic Aid Equivalency (A) | Exhausted Eligibility or Medical Equivalency (B) | Total Equivalencies Awarded in 2017-2018 (A+B) | Number of Students Receiving Athletic Aid | Total Dollar Amount |
| Rifle | | | | | |
| Expenses Not Related to Specific Teams | | | | | |
| Totals | 0 | C | 0 | 0 | 0 |

21 Guarantees \$11,419 Input amounts paid to visiting participating institutions, including per diems and/or travel and meal expenses.

| Expenses by Object of Expenditure | Men's Teams Only W Guarantees | omen's Teams Only No Guarantees | ot Allocated by Gender Guarantees |
|--|----------------------------------|------------------------------------|--------------------------------------|
| Baseball | 1,400 | | |
| Basketball | 5,000 | 2,500 | |
| Football | | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | | 2,519 | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | | |
| Water Polo | | | |
| Wrestling | | | |
| Others | | | |
| Subtotal All Teams | 6,400 | 5,019 | 0 |
| Expenses Not Related to Specific Teams | S | | |
| Total Expenses | 6,400 | 5,019 | 0 |

22 Coaching Salaries, Benefits and Bonuses paid by the University and Related Entities

23 Coaching Salaries, Benefits

Party

and Bonuses paid by a Third

(b) (4)

Input compensation, bonuses and benefits paid to all coaches reportable on the university or related entities W-2 and 1099 forms inclusive of:

- Gross wages and bonuses.
- Benefits including allowances, speaking fees, retirement, stipends, memberships, media income, tuition reimbursement and earned deferred compensation, including those funded by the state.

Place any severance payments in Category 26.

Note: Bonuses related to participation in a post-season bowl game should be included in Category 41A.

- \$0 Input compensation, bonuses and benefits paid to all coaches by a third party and contractually guaranteed by the institution, but not included on the institutions W-2 including:
 - Car stipend.
 - Country club membership.
 - Allowances for clothing, housing, entertainment.
 - Speaking fees.
 - Camps compensation.
 - Media income.
 - Shoe and apparel income.

Expense Category 23 and 25 should equal Category 10.

Note: Bonuses related to participation in a post-season bowl game should be included in Category 41A.

Men's Teams Coaching Expenses

| | Men's Teams Head Coaches | | | | Men's Teams Assistant Coaches | | |
|------------|--------------------------|-----------------|---------------------|-----------|-------------------------------|---------------------|--|
| Sport | Numbe FTE | Coaching | Coaching | Numbe FTE | Coaching | Coaching | |
| | r of | Salaries, | Salaries, | r of | Salaries, | Salaries, | |
| | Positio | Benefits and | Benefits and | Positio | Benefits and | Benefits and | |
| | ns | Bonuses paid by | Bonuses paid | ns | Bonuses paid by | Bonuses paid | |
| | | the University | by a Third | | the University | by a Third | |
| | | and Related | Party | | and Related | Party | |
| | | Entities | | | Entities | | |
| Baseball | 1 1 | (b) (4) | | 3 2 | (b) (4) | | |
| Basketball | 1 1 | (b) (4) | | 4 4 | (b) (4) | | |

| Sport | Numbe r of Positio ns | | 's Teams Head Co Coaching Salaries, Benefits and Bonuses paid by the University and Related Entities | Coaching Salaries, Benefits and | Numbe r of Positio ns | FTE | Teams Assistant (Coaching Salaries, Benefits and Bonuses paid by the University and Related Entities | Coaching Salaries, Benefits and |
|--|--------------------------------|-------|---|---------------------------------------|--------------------------------|-------|---|---------------------------------------|
| Football | 1 | 1 | (b) (4) | | 14 | 14 | (b) (4) | |
| Golf | 1 | 0.5 | | | 2 | 0.5 | | |
| Gymnastics | 1 | 1 | | | 2 | 1.34 | | |
| Lacrosse | 1 | 1 | | | 3 | 2 | | |
| Rifle | 1 | 0.5 | | | 1 | 0.5 | | |
| Soccer | 1 | 1 | | | 3 | 2 | | |
| Swimming and Diving | 2 | 1.17 | | | 1 | 0.67 | | |
| Tennis | 1 | 1 | | | 2 | 1 | | |
| Track and Field, X- Country | 2 | 2 | | | 5 | 0.5 | | |
| Water Polo | 1 | 1 | | | 1 | 1 | | |
| Wrestling | 1 | 1 | | | 3 | 1.67 | | |
| Others | 4 | 2.5 | | | 19 | 3.5 | | |
| Subtotal All Teams | 19 | 15.67 | | | 63 | 34.68 | | 0 |
| Expenses Not Related to Specific Teams | | | | | | | | |
| Total Expenses | | | | (|) | | | 0 |

Women's Teams Coaching Expenses

| | | | en's Teams Head (| | | | n's Teams Assistan | |
|--|--------------------------------|-------|---|---|--------------------------------|------|---|---|
| Sport | Numbe r of Positio ns | FTE | Coaching Salaries, Benefits and Bonuses paid by the University and Related Entities | Coaching Salaries, Benefits and Bonuses paid by a Third Party | Numbe r of Positio ns | | Coaching Salaries, Benefits and Bonuses paid by the University and Related Entities | Coaching Salaries, Benefits and Bonuses paid by a Third Party |
| Basketball | 1 | 1 | (b) (4) | | 4 | 4 | (b) (4) | |
| Golf | 1 | 0.5 | | | 1 | 0.5 | | |
| Lacrosse | 1 | 1 | | | 3 | 2 | | |
| Rifle | 1 | 0.5 | | | 1 | 0.5 | | |
| Rowing | 1 | 1 | | | 3 | 2 | | |
| Soccer | 1 | 1 | | | 2 | 2 | | |
| Swimming and Diving | 2 | 1.17 | | | 2 | 1 | | |
| Tennis | 1 | 1 | | | 2 | 1 | | |
| Track and Field, X-Country | 2 | 1.34 | | | 3 | 0.5 | | |
| Volleyball | 1 | 1 | | | 3 | 2 | | |
| Others | 1 | 0.5 | | | | | | |
| Subtotal All Teams | 13 | 10.01 | | (|) 24 | 15.5 | | 0 |
| Expenses Not Related to Specific Teams | | | | | | | | |
| Total Expenses | | | | |) | | | 0 |

24 Support Staff/
Administrative
Compensation, Benefits
and Bonuses paid by the
University and Related
Entities

(b) (4)

Input compensation, bonuses and benefits paid to all administrative and support staff reportable on the university or related entities (e.g. foundations or booster clubs) W-2 and 1099 forms inclusive of:

- Gross wages and bonuses.
- Benefits including allowances, speaking fees, retirement, stipends, memberships, media income, tuition reimbursement and earned deferred compensation, including those funded by the state.

Staff members responsible for the gender-specific athletics department, but not a specific sport (i.e., director of men's athletics), will have their compensation figures reported as Expenses Not Related to Specific Teams fields. Athletics department staff members who assist both men's and women's teams (sports information director, academic advisor) will be reported as Not Allocated by Gender column.

- \$0 Input compensation, bonuses and benefits paid to administrative and support staff by a third party and contractually guaranteed by the institution, but not included on the institutions W-2 including:
 - Car stipend.
 - Country club membership.
 - Allowances for clothing, housing, entertainment.
 - Speaking fees.
 - Camps compensation.
 - Media income.
 - Shoe and apparel income.

Expense Category 23 and 25 should equal Category 10.

25 Support Staff/ Administrative Compensation, Benefits and Bonuses paid by Third Party

Men's Teams Only Women's Teams Only Not Allocated by Gender Expenses by Support Staff/ Support Staff/ Support Staff/ Support Staff/ Support Staff/ Object of Administrative Administrative Administrative Administrative Administrative Expenditure Compensation, Compensation, Compensation, Compensation, Compensation, Benefits and **Benefits and Benefits and Benefits and Benefits and Benefits and Bonuses** paid Bonuses paid **Bonuses paid** Bonuses paid **Bonuses** paid **Bonuses** paid by the by Third Party by the by Third Party by the **by Third Party University and** University and University and Related Related Related **Entities Entities Entities**

Baseball

| Object of | Support Staff/ Administrative | Administrat Compensation Benefits and Bonuses par by Third Par | ive Adr on, Cor d Be id Bo rty Uni | pport Staff/ ninistrative | Administrat Compensation Benefits and Bonuses pa by Third Pa | off/ Support Staff ive Administrativ on, Compensation d Benefits and id Bonuses paid | re Administrative n, Compensation, Benefits and I Bonuses paid by Third Party |
|---|----------------------------------|--|---|------------------------------|--|--|---|
| Basketball | (b) (4) | | | (4) | | (b) (4) | |
| Football | | | | | | | |
| Golf | | | | | | | |
| Gymnastics | | | | | | | |
| Lacrosse | | | | | | | |
| Rifle | | | | | | | |
| Rowing | | | | | | | |
| Soccer | | | | | | | |
| Swimming and Diving | | | | | | | |
| Tennis | | | | | | | |
| Track and Field, X-Country | | | | | | | |
| Volleyball | | | | | | | |
| Water Polo | | | | | | | |
| Wrestling | | | | | | | |
| Others | | | | | | | |
| Subtotal All Teams | | | 0 | | | 0 | 0 |
| Expenses Not Related to Specific Teams | | | | | | | |
| Total Expenses | | | 0 | | | 0 | 0 |

26 Severance Payments

\$0 Input severance payments and applicable benefits recognized for past coaching and administrative personnel.

Men's Teams Only Women's Teams OnlyNot Allocated by Gender **Expenses by Object of Expenditure Severance Payments Severance Payments Severance Payments** Baseball Basketball Football Golf **Gymnastics** Lacrosse Rifle Rowing Soccer Swimming and Diving **Tennis** Track and Field, X-Country Volleyball Water Polo Wrestling Others Subtotal All Teams 0 0 0 Expenses Not Related to Specific **Teams Total Expenses** 0 0 0

27 Recruiting \$1,394,546 Input transportation, lodging and meals for prospective student-athletes and institutional personnel on official and unofficial visits, telephone call charges, postage and such. Include value of use of institution's own vehicles or airplanes as well as in-kind value of loaned or contributed transportation.

| Expenses by Object of Expenditure | Men's Teams Only V Recruiting | Vomen's Teams Only No Recruiting | ot Allocated by Gender Recruiting |
|--|----------------------------------|-------------------------------------|--------------------------------------|
| Baseball | 32,108 | rect titing | Recruiting |
| Basketball | 129,433 | 40,692 | |
| Football | 601,056 | | |
| Golf | 3,666 | 5,447 | |
| Gymnastics | 18,561 | | |
| Lacrosse | 24,809 | 28,493 | |
| Rifle | | | 7,401 |
| Rowing | | 6,849 | |
| Soccer | 58,324 | 17,944 | |
| Swimming and Diving | 20,211 | 22,957 | |
| Tennis | 9,003 | 25,760 | |
| Track and Field, X-Country | 12,762 | 21,965 | |
| Volleyball | | 32,246 | |
| Water Polo | 12,226 | | |
| Wrestling | 45,421 | | |
| Others | 19,740 | | |
| Subtotal All Teams | 987,320 | 202,353 | 7,401 |
| Expenses Not Related to Specific Teams | S | | 197,472 |
| Total Expenses | 987,320 | 202,353 | 204,873 |

Team \$3,060,066 Input air and ground travel, lodging, meals and incidentals (including housing costs

Trave incurred during school break period) for competition related to preseason, regular season
and non-bowl postseason. Amounts incurred for food and lodging for housing the team
before a home game also should be included. Use of the institution's own vehicles or
airplanes as well as in-kind value of donor-provided transportation.

| | Men's Teams Only Women's Teams Only Not Allocated by Gender | | | | | | |
|--|---|-------------|-------------|--|--|--|--|
| Expenses by Object of Expenditure | Team Travel | Team Travel | Team Travel | | | | |
| Baseball | 53,196 | | | | | | |
| Basketball | 182,208 | 87,325 | | | | | |
| Football | 1,297,391 | | | | | | |
| Golf | 43,344 | 13,982 | | | | | |
| Gymnastics | 75,113 | | | | | | |
| Lacrosse | 79,820 | 153,220 | | | | | |
| Rifle | | | 24,229 | | | | |
| Rowing | | 12,213 | | | | | |
| Soccer | 28,319 | 43,545 | | | | | |
| Swimming and Diving | 58,140 | 64,255 | | | | | |
| Tennis | 21,023 | 28,983 | | | | | |
| Track and Field, X-Country | 148,633 | 78,157 | | | | | |
| Volleyball | | 39,626 | | | | | |
| Water Polo | 41,230 | | | | | | |
| Wrestling | 115,064 | | | | | | |
| Others | | | | | | | |
| Subtotal All Teams | 2,143,481 | 521,306 | 24,229 | | | | |
| Expenses Not Related to Specific Teams | 371,050 | | | | | | |
| Total Expenses | 2,514,531 | 521,306 | 24,229 | | | | |

29 Sports Equipment, Uniforms and Supplies \$2,894,744 Input items that are provided to the teams only. Equipment amounts are those expended from current or operating funds. Include value of inkind equipment provided.

| Expenses by Object of Expenditure | Men's Teams Only Sports Equipment, Uniforms and Supplies | Women's Teams Only Sports Equipment, Uniforms and Supplies | Not Allocated by Gender Sports Equipment, Uniforms and Supplies |
|--|--|--|---|
| Baseball | 106,374 | | |
| Basketball | 82,048 | 70,713 | |
| Football | 1,070,067 | | |
| Golf | 27,094 | 16,033 | |
| Gymnastics | 32,554 | | |
| Lacrosse | 192,616 | 112,617 | |
| Rifle | | | |
| Rowing | | | |
| Soccer | 54,038 | 53,914 | |
| Swimming and Diving | 35,504 | 36,906 | |
| Tennis | 28,998 | 31,932 | |
| Track and Field, X-Country | 82,100 | 70,744 | |
| Volleyball | | 27,561 | |
| Water Polo | 27,872 | | |
| Wrestling | 54,681 | | |
| Others | 154,399 | | |
| Subtotal All Teams | 1,948,345 | 420,420 | 0 |
| Expenses Not Related to Specific Teams | | | 525,979 |
| Total Expenses | 1,948,345 | 420,420 | 525,979 |

Game \$1,687,479 Input game-day expenses other than travel which are necessary for intercollegiate athletics competition, including officials, security, event staff, ambulance, etc. Input any payments back to the NCAA for hosting a tournament.

| | • | • | ot Allocated by Gender |
|--|---------------|---------------|------------------------|
| Expenses by Object of Expenditure | Game Expenses | Game Expenses | Game Expenses |
| Baseball | 46,916 | | |
| Basketball | 187,752 | 93,604 | |
| Football | 663,290 | | |
| Golf | 25,724 | 21,790 | |
| Gymnastics | 8,811 | | |
| Lacrosse | 64,904 | 72,283 | |
| Rifle | | | 184 |
| Rowing | | 15,455 | |
| Soccer | 15,218 | 19,769 | |
| Swimming and Diving | 35,508 | 12,518 | |
| Tennis | 21,804 | 16,531 | |
| Track and Field, X-Country | 26,361 | 13,768 | |
| Volleyball | | 16,429 | |
| Water Polo | 13,412 | | |
| Wrestling | 33,235 | | |
| Others | 47,234 | | |
| Subtotal All Teams | 1,190,169 | 282,147 | 184 |
| Expenses Not Related to Specific Teams | 5 | | 214,979 |
| Total Expenses | 1,190,169 | 282,147 | 215,163 |

31 Fund Raising, Marketing \$1,801,375 Input costs associated with fund raising, marketing and promotion for and Promotion media guides, brochures, recruiting publications and such.

| Expenses by Object of Expenditure | Men's Teams Only Fund Raising, Marketing and Promotion | Women's Teams Only Fund Raising, Marketing and Promotion | Not Allocated by Gender Fund Raising, Marketing and Promotion |
|--|--|--|---|
| Baseball | | | |
| Basketball | | | |
| Football | | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | | | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | | |
| Water Polo | | | |
| Wrestling | | | |
| Others | | | |
| Subtotal All Teams | 0 | 0 | 0 |
| Expenses Not Related to Specific Teams | | | 1,801,375 |
| Total Expenses | 0 | 0 | 1,801,375 |

32 Sports
Camp
Expenses

\$3,212,048 Input all expenses paid by the athletics department, including non-athletics personnel salaries and benefits, from hosting sports camps and clinics. Athletics personnel salaries and benefits should be reported in Categories 22-25.

| | Men's Teams Only | Women's Teams Only | Not Allocated by Gender |
|--|-------------------------|-------------------------|-----------------------------|
| Expenses by Object of Expenditure | Sports Camp Expenses | Sports Camp Expenses | Sports Camp Expenses |
| Baseball | 249,600 | | |
| Basketball | 167,912 | 63,415 | |
| Football | 17,813 | | |
| Golf | | | |
| Gymnastics | 121,305 | | |
| Lacrosse | 572,871 | 241,163 | |
| Rifle | | | |
| Rowing | | 123,114 | |
| Soccer | 251,768 | 151,955 | |
| Swimming and Diving | 181,035 | 72,225 | |
| Tennis | 33,373 | 55,108 | |
| Track and Field, X-Country | 56,548 | 52,793 | |
| Volleyball | | 143,359 | |
| Water Polo | 87,687 | , | |
| Wrestling | 246,976 | j | |
| Others | 240,941 | | |
| Subtotal All Teams | 2,227,829 | 903,132 | 0 |
| Expenses Not Related to Specific Teams | | | 81,087 |
| Total Expenses | 2,227,829 | 903,132 | 81,087 |

33 Spirit Groups \$0 Include support for spirit groups including bands, cheerleaders, mascots, dancers, etc.

| Expenses by Object of Expenditure | Men's Teams Only Spirit Groups | Women's Teams Only Spirit Groups | Not Allocated by Gender Spirit Groups |
|--|--------------------------------|-------------------------------------|--|
| Baseball | | | |
| Basketball | | | |
| Football | | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | | | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | | |
| Water Polo | | | |
| Wrestling | | | |
| Others | | | |
| Subtotal All Teams | 0 | 0 | 0 |
| Expenses Not Related to Specific Teams | } | | |
| Total Expenses | 0 | 0 | 0 |

34 Athletic Facilities
Debt Service, Leases
and Rental Fee

\$266,431 Input debt service payments (principal and interest, including internal loan programs), leases and rental fees for athletics facilities for the reporting year regardless of entity paying (athletics, institution or other).

Do not report depreciation.

Note: If the institution is paying for <u>all</u> debt service, leases, or rental fees for athletic facilities but not charging to athletics, this category should equal Category 6A. If athletics or other entities are paying these expenses or the institution is charging directly to athletics, this category will not equal Category 6A.

| Expenses by Object of Expenditure | Men's Teams Only Athletic Facilities Debt Service, Leases and Rental Fee | Women's Teams Only Athletic Facilities Debt Service, Leases and Rental Fee | Not Allocated by Gender Athletic Facilities Debt Service, Leases and Rental Fee |
|--|---|---|--|
| Baseball | | | |
| Basketball | | | |
| Football | | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | | | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | | |
| Water Polo | | | |
| Wrestling | | | |
| Others | | | |
| Subtotal All Teams | 0 | 0 | 0 |
| Expenses Not Related to Specific Teams | | | 266,431 |
| Total Expenses | 0 | 0 | 266,431 |

35 Direct Overhead and Administrative Expenses

\$9,295,160 Input overhead and administrative expenses <u>paid by or charged directly to athletics</u> including:

- Administrative/Overhead fees charged by the institution to athletics.
- Facilities maintenance.
- Security.
- Risk Management.
- Utilities.
- Equipment Repair.
- Telephone.
- Other Administrative Expenses.

| Expenses by Object of Expenditure | Men's Teams Only Direct Overhead and Administrative Expenses | Women's Teams Only Direct Overhead and Administrative Expenses | Not Allocated by Gender Direct Overhead and Administrative Expenses |
|--|--|--|---|
| Baseball | 5,380 | | |
| Basketball | 46,101 | 38,667 | |
| Football | 219,929 | | |
| Golf | 780 | 826 | |
| Gymnastics | 1,095 | | |
| Lacrosse | 16,427 | 23,979 | |
| Rifle | | | 22,368 |
| Rowing | | 1,572 | |
| Soccer | 5,395 | 5,950 | |
| Swimming and Diving | 16,671 | 1,828 | |
| Tennis | 754 | 2,213 | |
| Track and Field, X-Country | 19,463 | 688 | |
| Volleyball | | 19,130 | |
| Water Polo | 7,950 | | |
| Wrestling | 3,413 | | |
| Others | 13,015 | | |
| Subtotal All Teams | 356,373 | 94,853 | 22,368 |
| Expenses Not Related to Specific Teams | | | 8,821,566 |

Reporting Institution: U.S. Naval Academy **Reporting Year (FY):** 2018

| | Men's Teams Only | Women's Teams Only | Not Allocated by Gender |
|------------------------------|--------------------------------|--------------------------------|--------------------------------|
| Expenses by Object of | Direct Overhead and | Direct Overhead and | Direct Overhead and |
| Expenditure | Administrative Expenses | Administrative Expenses | Administrative Expenses |
| Total Expenses | 356,373 | 94,853 | 8,843,934 |

| 36 | Indirect Institutional |
|----|------------------------|
| | Support |
| | |

- \$0 Input overhead and administrative expenses **NOT** paid by or charged directly to athletics including:
 - Administrative/Overhead fees <u>not charged</u> by the institution to athletics.
 - Facilities maintenance.
 - Security.
 - Risk Management.
 - Utilities.
 - Equipment Repair.
 - Telephone.
 - Other Administrative Expenses.

Do not report depreciation.

Note: This category should equal Category 6.

| Expenses by Object of Expenditure | Men's Teams Only Indirect Institutional Support | Women's Teams Only Indirect Institutional Support | Not Allocated by Gender Indirect Institutional Support |
|-----------------------------------|---|---|--|
| Baseball | | | |
| Basketball | | | |
| Football | | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | | | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | | |
| Water Polo | | | |
| Wrestling | | | |
| Others | | | |
| Subtotal All Teams | 0 | (| 0 |

| Expenses by Object of Expenditure | Men's Teams Only Indirect Institutional Support | Women's Teams Only Indirect Institutional Support | Not Allocated by Gender Indirect Institutional Support |
|--|---|---|--|
| Expenses Not Related to Specific Teams | | | |
| Total Expenses | 0 | (| 0 |

37 Medical Expenses and Insurance

\$0 Input medical expenses and medical insurance premiums for student-athletes.

| Expenses by Object of Expenditure | Men's Teams Only Medical Expenses and Insurance | Women's Teams Only Medical Expenses and Insurance | Not Allocated by Gender Medical Expenses and Insurance |
|--|---|---|--|
| Baseball | | | |
| Basketball | | | |
| Football | | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | | | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | | |
| Water Polo | | | |
| Wrestling | | | |
| Others | | | |
| Subtotal All Teams | 0 | (| 0 |
| Expenses Not Related to Specific Teams | | | |
| Total Expenses | 0 | (| 0 |

38 Memberships and Dues

\$654,686 Input memberships, conference and association dues.

| | Men's Teams Only | Women's Teams Only | Not Allocated by Gender |
|--|----------------------|----------------------|-----------------------------|
| Expenses by Object of Expenditure | Memberships and Dues | Memberships and Dues | Memberships and Dues |
| Baseball | 270 | | |
| Basketball | 1,069 | 880 | |
| Football | 552,880 | | |
| Golf | 600 | 920 | |
| Gymnastics | 1,791 | | |
| Lacrosse | 775 | 300 | |
| Rifle | | | 350 |
| Rowing | | 860 | |
| Soccer | | 1,110 | |
| Swimming and Diving | 3,648 | 225 | |
| Tennis | 585 | 1,162 | |
| Track and Field, X-Country | 700 | | |
| Volleyball | | 335 | |
| Water Polo | | | |
| Wrestling | 4,771 | | |
| Others | 6,083 | | |
| Subtotal All Teams | 573,172 | 5,792 | 350 |
| Expenses Not Related to Specific Teams | | | 75,372 |
| Total Expenses | 573,172 | 5,792 | 75,722 |

39 Student-Athlete Meals (non-travel)

\$0 Include meal allowance and food/snacks provided to student-athletes.

Note: Meals provided during team travel should be reported in Category 28.

| Expenses by Object of Expenditure | Men's Teams Only Student-Athlete Meals (non-travel) | Women's Teams Only Student-Athlete Meals (non-travel) | Not Allocated by Gender Student-Athlete Meals (non-travel) |
|--|---|---|--|
| Baseball | | | |
| Basketball | | | |
| Football | | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | | | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | | |
| Water Polo | | | |
| Wrestling | | | |
| Others | | | |
| Subtotal All Teams | 0 | (| 0 |
| Expenses Not Related to Specific Teams | | | |
| Total Expenses | 0 | (| 0 |

- 40 Other Operating Expenses
- \$4,287,673 Input any operating expenses paid by athletics in the report year which cannot be classified into one of the stated categories, including:
 - Non-team travel (conferences, etc.).
 - Team banquets and awards.

If the figure is greater than 10% of total expenses, please report the top three activities included in this category in the comments section.

| | Men's Teams Only | Women's Teams Only | Not Allocated by Gender |
|--|-----------------------------|-----------------------------|-----------------------------|
| Expenses by Object of Expenditure | Other Operating Expenses | Other Operating Expenses | Other Operating Expenses |
| Baseball | 29,703 | | |
| Basketball | 72,406 | 25,536 | |
| Football | 626,576 | | |
| Golf | 50,556 | 18,568 | |
| Gymnastics | 28,555 | | |
| Lacrosse | 29,242 | 14,313 | |
| Rifle | | | 480 |
| Rowing | | 31,369 | |
| Soccer | 25,730 | 10,577 | |
| Swimming and Diving | 85,131 | 74,599 | |
| Tennis | 7,721 | 26,824 | |
| Track and Field, X-Country | 60,692 | 15,906 | |
| Volleyball | | 5,098 | |
| Water Polo | 2,659 | | |
| Wrestling | 62,545 | | |
| Others | 124,631 | | |
| Subtotal All Teams | 1,206,147 | 222,790 | 480 |
| Expenses Not Related to Specific Teams | | | 2,858,256 |
| Total Expenses | 1,206,147 | 222,790 | 2,858,736 |

- 41 Bowl \$387,097 Input all expenditures related to participation in a post-season bowl game, including: Expenses
 - Team travel, lodging and meal expenses.
 - Bonuses related to bowl participation.
 - Spirit groups.
 - Uniforms.

Note: All post-season bowl related coaching compensation/bonuses should be reported in Category 41A, Bowl Expenses – Coaching Compensation/Bonuses.

| | Men's Teams Only V | Women's Teams Only | Not Allocated by Gender |
|--|----------------------|----------------------|-------------------------|
| Expenses by Object of Expenditure | Bowl Expenses | Bowl Expenses | Bowl Expenses |
| Baseball | | | |
| Basketball | | | |
| Football | 387,097 | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | | | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | | |
| Water Polo | | | |
| Wrestling | | | |
| Others | | | |
| Subtotal All Teams | 387,097 | 0 | 0 |
| Expenses Not Related to Specific Teams | | | |
| Total Expenses | 387,097 | 0 | 0 |

41A Bowl Expenses - Coaching Compensation/Bonuses

\$0 Input all coaching bonuses related to participation in a post-season bowl game.

Note: All other post-season bowl related expenses should be reported in Category 41, Bowl Expenses.

| Expenses by Object of Expenditure | Men's Teams Only Bowl Expenses - Coaching Compensation/Bonuses | Women's Teams Only Bowl Expenses - Coaching Compensation/Bonuses | Not Allocated by Gender Bowl Expenses - Coaching Compensation/Bonuses |
|--|--|--|---|
| Baseball | | | |
| Basketball | | | |
| Football | | | |
| Golf | | | |
| Gymnastics | | | |
| Lacrosse | | | |
| Rifle | | | |
| Rowing | | | |
| Soccer | | | |
| Swimming and Diving | | | |
| Tennis | | | |
| Track and Field, X-Country | | | |
| Volleyball | | | |
| Water Polo | | | |
| Wrestling | | | |
| Others | | | |
| Subtotal All Teams | 0 | 0 | 0 |
| Expenses Not Related to Specific Teams | | | |
| Total Expenses | 0 | 0 | 0 |

Total Operating Expenses

\$55,255,273 Total of Categories 20-41A.

| | Men's Teams Only | Women's Teams Only | Not Allocated by Gender |
|--|-----------------------------|-----------------------------|-----------------------------|
| Expenses by Object of Expenditure | Total Operating Expenses | Total Operating Expenses | Total Operating Expenses |
| Baseball | 1,009,553 | | |
| Basketball | 1,934,474 | 1,245,895 | |
| Football | 12,781,988 | | |
| Golf | 176,764 | 148,096 | |
| Gymnastics | 617,456 | | |
| Lacrosse | 1,745,306 | 1,110,073 | |
| Rifle | 86,264 | 86,264 | 55,012 |
| Rowing | | 372,711 | |
| Soccer | 810,721 | 718,494 | |
| Swimming and Diving | 614,220 | 479,095 | |
| Tennis | 387,183 | 418,428 | |
| Track and Field, X-Country | 908,371 | 606,125 | |
| Volleyball | | 576,909 | |
| Water Polo | 420,002 | | |
| Wrestling | 894,680 | | |
| Others | 1,763,223 | | |
| Subtotal All Teams | 24,150,205 | 5,762,090 | 55,012 |
| Expenses Not Related to Specific Teams | 371,050 | 0 | 24,916,916 |
| Total Expenses | 24,521,255 | 5,762,090 | 24,971,928 |

Athletics Participation

Table 1,450 Table 1 - - - Athletics Participation. A participant is a student-athlete who, as of the day of a varsity team's first scheduled contest in the traditional season: (a) is listed as a team member; (b) practices with the varsity team and receives coaching from one or more varsity coaches; or (c) receives athletically-related student aid.

Any student who satisfies one or more of the criteria above is a participant, including a student on a team the institution designates or defines as junior varsity, freshman, or novice, or a student who does not play in a scheduled contest, whether for medical reasons or to preserve eligibility (i.e., a redshirt).

Student-athletes who participate in more than one sport should be counted in each sport. The Coed Teams column is marked based on the content of the sports sponsored table (Mixed Sports) in the School Info page. Male practice players are NOT to be included as participants in this table.

| | I | Number of | f Participants | Number of Participants Number of Part Participating on a Participating Second Team Third Tea | | | pating on a |
|---------------------|---------------|----------------|------------------|--|------------------|----------------|------------------|
| Sport | Coed Teams | Men's Teams | Women's Teams | Men's Teams | Women's Teams | Men's Teams | Women's Teams |
| Baseball | | 33 | | | | | |
| Basketball | | 22 | 16 | | 2 | | |
| Cross Country | | 26 | 32 | 15 | 31 | 12 | 19 |
| Football | | 178 | | 2 | | | |
| Golf | | 12 | 9 | | | | |
| Gymnastics | | 22 | | | | | |
| Lacrosse | | 54 | 44 | | | | |
| Rifle | X | 6 | 2 | | | | |
| Rowing | | | 60 | | | | |
| Soccer | | 29 | 28 | | 1 | | |
| Swimming and Diving | | 47 | 47 | | | | |
| Tennis | | 16 | 16 | | | | |
| Track, Indoor | | 67 | 83 | 62 | 74 | 13 | 20 |
| Track, Outdoor | | 64 | 84 | 61 | 81 | 13 | 19 |
| Volleyball | | | 20 | | 1 | | |
| Water Polo | | 31 | | | | | |
| Wrestling | | 49 | | | | | |

| Number of Participants Number of Participants Number of Participants |
|--|
|--|

| | | | - | - | pating on a nd Team | Participating on a Third Team | |
|------------------------------------|---------------|----------------|------------------|----------------|---------------------|----------------------------------|------------------|
| Sport | Coed Teams | Men's Teams | Women's Teams | Men's Teams | Women's Teams | Men's Teams | Women's Teams |
| Others | | 316 | 37 | | | | |
| Total Participants | | 972 | 478 | 140 | 190 | 38 | 58 |
| Participant Proportion | | 67.0% | 33.0% | | | | |
| Unduplicated Count of Participants | | 896 | 373 | | | | |

Head Coaching Assignments - Men's Teams

Table 2A

19 Table 2A - - - Head Coaches Assignments Men's Teams

Head Coaches of Men's Teams

| | N | Iale Coach | nes - Head C | Count | | | hes - Head | Count |
|-----------------------------------|-----------|------------|-------------------------|-----------|-----------------------|-----------|-------------------------|---|
| Sport | Full Time | Part Time | Full Time University | Part Time | Full Time Coaching | Part Time | Full Time University | Part Time University Employee or Volunteer |
| Baseball | 1 | | 1 | | | | | |
| Basketball | 1 | | 1 | | | | | |
| Football | 1 | | 1 | | | | | |
| Golf | | 1 | 1 | | | | | |
| Gymnastics | 1 | | 1 | | | | | |
| Lacrosse | 1 | | 1 | | | | | |
| Rifle | 1 | | 1 | | | | | |
| Soccer | 1 | | 1 | | | | | |
| Swimming and Diving | 1 | 1 | 2 | | | | | |
| Tennis | 1 | | 1 | | | | | |
| Track and Field, X- Country | 2 | 0 | 2 | | | | | |
| Water Polo | 1 | | 1 | | | | | |
| Wrestling | 1 | | 1 | | | | | |
| Others | 3 | 1 | 4 | | | | | |
| Coaching Position Totals | 16 | 3 | 19 | 0 | 0 | 0 | 0 | 0 |

Head Coaching Assignments - Women's Teams

Table 2B

13 Table 2B - - - Head Coaches Assignments Women's Teams

Head Coaches of Women's Teams

| | Γ | Male Coacl | nes - Head C | ount | F | emale Coac | ches - Head | Count |
|--------------------------------|------------------|------------------|------------------|-----------------------|------------------|------------------|------------------|-----------------------|
| Sport | Full Time | Part Time | Full Time | Part Time | Full Time | Part Time | Full Time | Part Time |
| | Coaching | Coaching | University | University | Coaching | Coaching | University | University |
| | Duties | Duties | Employee | Employee or Volunteer | Duties | Duties | Employee | Employee or Volunteer |
| Basketball | | | | | 1 | | 1 | |
| Golf | | | | | 1 | | 1 | |
| Lacrosse | | | | | 1 | | 1 | |
| Rifle | 1 | | 1 | | | | | |
| Rowing | 1 | | 1 | | | | | |
| Soccer | | | | | 1 | | 1 | |
| Swimming and Diving | | 1 | 2 | | | | | |
| Tennis | 1 | | 1 | | | | | |
| Track and Field, X-Country | | | | | | 2 | 2 | |
| Volleyball | 1 | | 1 | | | | | |
| Others | 1 | | 1 | | | | | |
| Coaching Position Totals | 6 | 1 | 7 | 0 | 4 | 2 | 6 | 0 |

Assistant Coaching Assignments - Men's Teams

Table 3A

63 Table 3A - - - Assistant Coaches Assignments Men's Teams

Assistant Coaches of Men's Teams

| | \mathbf{N} | Iale Coach | nes - Head C | Count | Fe | emale Coac | ches - Head | Count |
|-----------------------------------|--------------|------------|------------------|-----------------------|------------------|---------------|------------------|-----------------------|
| Sport | Full Time | Part Time | Full Time | Part Time | Full Time | Part Time | Full Time | Part Time |
| | _ | _ | University | University | | | | University |
| | Duties | Duties | Employee | Employee or Volunteer | Duties | Duties | Employee | Employee or Volunteer |
| Baseball | 2 | 1 | 2 | 1 | | | | |
| Basketball | 4 | | 4 | | | | | |
| Football | 14 | | 14 | | | | | |
| Golf | | 2 | 1 | 1 | | | | |
| Gymnastics | | 2 | 2 | | | | | |
| Lacrosse | 2 | 1 | 2 | 1 | | | | |
| Rifle | 1 | | 1 | | | | | |
| Soccer | 2 | 1 | 2 | 1 | | | | |
| Swimming and Diving | | 2 | 1 | 1 | | | | |
| Tennis | 1 | | 1 | | | | | |
| Track and Field, X- Country | 1 | 4 | 2 | 3 | | | | |
| Water Polo | 1 | | 1 | | | | | |
| Wrestling | 1 | 2 | 2 | 1 | | | | |
| Others | 3 | 16 | 3 | 16 | | | | |
| Coaching Position Totals | 32 | 31 | 38 | 25 | 0 | 0 | 0 | 0 |

Assistant Coaching Assignments - Women's Teams

Table 3B

25 Table 3B - - - Assistant Coaches Assignments Women's Teams

Assistant Coaches of Women's Teams

| | Male Coaches - Head Count | | | Female Coaches - Head Count | | | | |
|--------------------------------|---------------------------|---|-------------------------------------|---|----------|---|-------------------------------------|---|
| Sport | | | Full Time University Employee | Part Time University Employee or Volunteer | Coaching | | Full Time University Employee | Part Time University Employee or Volunteer |
| Basketball | 1 | | 1 | | 3 | | 3 | |
| Golf | | | | | 1 | | 1 | |
| Lacrosse | | | | | 2 | 1 | 2 | 1 |
| Rifle | 1 | | 1 | | | | | |
| Rowing | | 1 | | 1 | 2 | | 2 | |
| Soccer | 2 | | 2 | | | | | |
| Swimming and Diving | | | 1 | | | 1 | | 1 |
| Tennis | | | | | 1 | 1 | 1 | 1 |
| Track and Field, X-Country | | 2 | 1 | 1 | | 1 | | 1 |
| Volleyball | 1 | | 1 | | 1 | | 1 | |
| Others | | 2 | | 2 | | | | |
| Coaching Position Totals | 6 | 5 | 7 | 4 | 10 | 4 | 10 | 4 |

Other Reporting Items

AUP Data Categories:

50 - Excess Transfers to Institution: \$0

51 - Conference Realignment Expenses: \$0

52 - Total Athletics Related Debt: \$9,031,663

53 - Total Institutional Debt: \$0

54 - Athletics Dedicated Endowments: \$0

55 - Institutional Endowments: \$0

56 - Athletics Related Capital Expenditures: \$0

Other Data Categories:

Institutional Expenses: \$144,596,000

Athletically-Related Facilities Annual Debt Service: \$0

Institution's Annual Debt Service: \$0

Institution's Education and General Expenses: \$41,233,000

Average Cost of Full Grant-in-Aid - In-State: \$0

Average Cost of Full Grant-in-Aid - Out-of-State: \$0

Average Cost of Attendance - In-State: \$1

Average Cost of Attendance - Out-of-State: \$1

Expenses Dedicated to Compliance: \$0

Name of Compliance Software Used: 0

Compliance FTEs: 0

Revenue Distribution - Sports Sponsored

Distribution Year: 2019

Academic Year of Sport Sponsorship Information: 2017-18

| Men's Sports | Women's Sports | Mixed Sports | |
|--|--|------------------------------------|--|
| x Baseball | x Women's Basketball | x Mixed Rifle | |
| x Football | x Women's Cross Country | | |
| x Men's Basketball | x Women's Golf | | |
| x Men's Cross Country | x Women's Lacrosse | | |
| x Men's Golf | x Women's Rowing | | |
| x Men's Gymnastics | x Women's Soccer | | |
| x Men's Lacrosse | x Women's Swimming and Diving | | |
| x Men's Soccer x Women's Tennis | | | |
| x Men's Swimming and Diving x Women's Track, Indoor | | | |
| x Men's Tennis | x Women's Track, Outdoor | | |
| x Men's Track, Indoor | x Women's Volleyball | | |
| x Men's Track, Outdoor | • | | |
| x Men's Water Polo | | | |
| x Men's Wrestling | | | |
| Total Men's Sports Sponsored: 14 | Total Women's Sports Sponsored: 11 | Total Mixed Sports Sponsored: 1 | |
| Current Year's Submission of Sports Sponsored: 26 | Previous Year's Submission of Sports Sponsored: 26 | Variance: 0 | |

Revenue Distribution - Grants-in-Aid

Distribution Year: 2019

Academic Year of Grant-in-Aid Information: 2017-18

Men's Team Sports

| Men's Team Sport | Athletic Aid Equivalency (A) | Exhausted Eligibility or Medical Equivalency (B) | Total Revenue Distribution Equivalencies Awarded (A+B) |
|----------------------------|---------------------------------|--|--|
| Baseball | 0 | 0 | 0 |
| Basketball | 0 | 0 | 0 |
| Football | 0 | 0 | 0 |
| Golf | 0 | 0 | 0 |
| Gymnastics | 0 | 0 | 0 |
| Lacrosse | 0 | 0 | 0 |
| Soccer | 0 | 0 | 0 |
| Swimming and Diving | 0 | 0 | 0 |
| Tennis | 0 | 0 | 0 |
| Track and Field, X-Country | 0 | 0 | 0 |
| Water Polo | 0 | 0 | 0 |
| Wrestling | 0 | 0 | 0 |
| Total Men's | 0 | 0 | 0 |

Women's Team Sports

| Women's Team Sport | Athletic Aid Equivalency (A) | Exhausted Eligibility or Medical Equivalency (B) | Total Revenue Distribution Equivalencies Awarded (A+B) |
|----------------------------|---------------------------------|--|--|
| Basketball | 0 | 0 | 0 |
| Golf | 0 | 0 | 0 |
| Lacrosse | 0 | 0 | 0 |
| Rowing | 0 | 0 | 0 |
| Soccer | 0 | 0 | 0 |
| Swimming and Diving | 0 | 0 | 0 |
| Tennis | 0 | 0 | 0 |
| Track and Field, X-Country | 0 | 0 | 0 |

| Women's Team Sport | Athletic Aid Equivalency (A) | Exhausted Eligibility or Medical Equivalency (B) | Total Revenue Distribution Equivalencies Awarded (A+B) |
|--------------------|---------------------------------|--|--|
| Volleyball | 0 | 0 | 0 |
| Total Women's | 0 | 0 | 0 |

Mixed Team Sports

| Mixed Team Sport | Athletic Aid Equivalency (A) | Exhausted Eligibility or Medical Equivalency (B) | Total Revenue Distribution Equivalencies Awarded (A+B) |
|--------------------|---------------------------------|--|--|
| Rifle | 0 | 0 | 0 |
| Total Mixed | 0 | 0 | 0 |

| Prior Year Total Rev Dist | Current Year Total Rev Dist | Variance Between Prior and |
|---------------------------|-----------------------------|----------------------------|
| Equivalencies | Equivalencies | Current Year |
| 0 | 0 | 0 (0.00%) |

Revenue Distribution - Pell Grants

Distribution Year: 2019

Academic Year of Pell Grant Information: 2017-18

Men's Team Sports

| Sport | 2017-18 Pell Grants | Prior Year Pell Grants | Variance Totals | Total Dollar Amount for SAs on Pell Grants |
|----------------------------|------------------------|---------------------------|--------------------|--|
| Baseball | | 0 | 0 | |
| Basketball | | 0 | 0 | |
| Football | | 0 | 0 | |
| Golf | | 0 | 0 | |
| Gymnastics | | 0 | 0 | |
| Lacrosse | | 0 | 0 | |
| Soccer | | 0 | 0 | |
| Swimming and Diving | | 0 | 0 | |
| Tennis | | 0 | 0 | |
| Track and Field, X-Country | | 0 | 0 | |
| Water Polo | | 0 | 0 | |
| Wrestling | | 0 | 0 | |
| Men's Total | 0 | 0 | 0 | 0 |

Women's Team Sports

| Sport | 2017-18 Pell Grants | Prior Year Pell Grants | Variance Totals | Total Dollar Amount for SAs on Pell Grants |
|----------------------------|------------------------|---------------------------|--------------------|---|
| Basketball | | 0 | 0 | |
| Golf | | 0 | 0 | |
| Lacrosse | | 0 | 0 | |
| Rowing | | 0 | 0 | |
| Soccer | | 0 | 0 | |
| Swimming and Diving | | 0 | 0 | |
| Tennis | | 0 | 0 | |
| Track and Field, X-Country | | 0 | 0 | |
| Volleyball | | 0 | 0 | |

| Sport | 2017-18 Pell Grants | Prior Year Pell Grants | Variance Totals | Total Dollar Amount for SAs on Pell Grants |
|---------------|------------------------|---------------------------|--------------------|--|
| Women's Total | 0 | 0 | 0 | 0 |

Mixed Team Sports

| Sport | 2017-18 Pell Grants | Prior Year Pell Grants | Variance Totals | Total Dollar Amount for SAs on Pell Grants |
|----------------|------------------------|---------------------------|--------------------|---|
| Rifle | | 0 | 0 | |
| Mixed Total | 0 | 0 | 0 | 0 |

| | 2017-18 Pell | Prior Year Pell | Variance | Total Dollar Amount for SAs on Pell |
|-------|--------------|-----------------|----------|-------------------------------------|
| | Grants | Grants | Totals | Grants |
| Total | 0 | 0 | 0 | \$0 |

Comments

Comments: Other sports for men includes heavyweight and lightweight crew, lightweight football, and squash. For women it includes squash.

Miscellaneous Information

Note: These values are calculated from data entered earlier in the system.

Athletically Related Student Aid

Input the total amount of athletic student-aid for the reporting year including:

- Summer school.
- Tuition discounts and waivers (unless it is a discount or waiver available to the general student body).
- Aid given to student-athletes who are inactive (medical reasons) or no longer eligible (exhausted eligibility).

Note: Division I Grants-in-aid equivalencies are calculated by using the revenue distribution equivalencies by sport and in aggregate. (Athletic grant amount divided by the full grant amount). Other expenses related to attendance (also known as gap money or cost of attendance) should not be included in the grants-in-aid revenue distribution equivalencies. Only tuition, fees, room, board and course related books are countable for grants-in-aid revenue distribution per Bylaw 20.02.7.

Athletics aid awarded to non-athletes (student-managers, graduate assistants, trainers) should be reported as Expenses Not Related to Specific Teams. It is permissible to report only dollars in the Expenses Not Related to Specific Teams row as long as you have reported non-zero entries for Equivalencies, Number of Students, and Dollars (all 3 required for at least one sport).

Note: Pell grants are provided by the government, not the institution or athletics department, and therefore should be excluded from reporting in this category.

This information can be managed within the NCAA's Compliance Assistance (CA) software. The information entered into compliance assistance will automatically populate to the athletic student aid section within the NCAA Financial Reporting System when the CA import feature is selected.

| Men's Teams | \$0 |
|---------------|-----|
| Women's Teams | \$0 |
| Total Amount | \$0 |

Recruiting Expenditures

Input transportation, lodging and meals for prospective student-athletes and institutional personnel on official and unofficial visits, telephone call charges, postage and such. Include value of use of institution's own vehicles or airplanes as well as in-kind value of loaned or contributed transportation.

| Men's Teams | \$987,320 |
|---------------|-----------|
| Women's Teams | \$202,353 |

| Total Amount | \$1,189,673 |
|--------------|-------------|

Head Coaches Input compensation, bonuses and benefits paid to all coaches reportable on the university or Salaries related entities W-2 and 1099 forms inclusive of:

- Gross wages and bonuses.
- Benefits including allowances, speaking fees, retirement, stipends, memberships, media income, tuition reimbursement and earned deferred compensation, including those funded by the state.

Place any severance payments in Category 26.

Note: Bonuses related to participation in a post-season bowl game should be included in Category 41A.

| Average Salaries of Head Coaches | Dollars per FTE's FTE | | Dollars per Position | Number of Positions |
|-------------------------------------|--------------------------|-------|----------------------|---------------------|
| Men's Teams | (b) (4) | 15.67 | (b) (4) | 19 |
| Women's Teams | | 10.01 | | 13 |

Assistant Input compensation, bonuses and benefits paid to all coaches reportable on the university or Coaches Salaries related entities W-2 and 1099 forms inclusive of:

- Gross wages and bonuses.
- Benefits including allowances, speaking fees, retirement, stipends, memberships, media income, tuition reimbursement and earned deferred compensation, including those funded by the state.

Place any severance payments in Category 26.

Note: Bonuses related to participation in a post-season bowl game should be included in Category 41A.

| Average Salaries of Assistant Coaches | Dollars per FTE | FTE's | Dollars per Position | Number of Positions |
|--|--------------------|-------|-------------------------|------------------------|
| Men's Teams | (b) (4) | 4.68 | (b) (4) | 63 |
| Women's Teams | | 15.5 | | 24 |

Statement of Revenues and Expenses For the fiscal year ended 2018 (UNAUDITED)

| ID | Item | Football | Men's Basketball | Women's Basketball | | Non-Program Specific | Total |
|------|---|-------------|---------------------|-----------------------|-------------|-------------------------|-------------|
| Reve | enues | | | | | | |
| 1 | Ticket Sales | \$4,735,062 | \$174,199 | \$16,602 | \$103,089 | \$383,191 | \$5,412,143 |
| 2 | Direct State or Other Government Support | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 3 | Student Fees | \$0 | \$0 | \$0 | \$0 | \$575,388 | \$575,388 |
| 4 | Direct Institutional Support | \$0 | \$0 | \$11,712 | \$1,191,550 | \$5,319,128 | \$6,522,390 |
| 5 | Less - Transfers to Institution | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 6 | Indirect Institutional Support | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 6A | Indirect Institutional Support - Athletic Facilities Debt Service, Lease and Rental Fees | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 7 | Guarantees | \$4,347,409 | \$105,000 | \$15,000 | \$10,000 | \$0 | \$4,477,409 |
| 8 | Contributions | \$1,237,367 | \$42,863 | \$24,667 | \$1,328,685 | \$1,797,600 | \$4,431,182 |
| 9 | In-Kind | \$0 | \$0 | \$0 | \$0 | \$500,000 | \$500,000 |
| 10 | Compensation and Benefits provided by a third party | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 11 | Media Rights | \$2,475,000 | \$0 | \$0 | \$0 | \$0 | \$2,475,000 |
| 12 | NCAA Distributions | \$0 | \$0 | \$0 | \$23,706 | \$552,537 | \$576,243 |
| 13 | Conference Distributions (Non Media and Non Bowl) | \$1,780,931 | \$0 | \$0 | \$0 | \$0 | \$1,780,931 |
| 14 | Program, Novelty, Parking and Concession Sales | \$541,934 | \$4,742 | \$0 | \$1,210 | \$992,932 | \$1,540,818 |
| 15 | Royalties, Licensing, Advertisement and Sponsorships | \$903,642 | \$68,001 | \$59,001 | \$926,838 | \$8,023,912 | \$9,981,394 |
| 16 | Sports Camp Revenues | \$20,055 | \$146,535 | \$85,662 | \$3,858,769 | \$3,780 | \$4,114,801 |

| ID | Item | Football | Men's Basketball | Women's Basketball | Other Sports | Non-Program Specific | Total |
|------|--|--------------|---------------------|-----------------------|-----------------|-------------------------|--------------|
| 17 | Athletics Restricted Endowment and Investments Income | \$0 | \$0 | \$0 | \$0 | \$2,281,758 | \$2,281,758 |
| 18 | Other Operating Revenue | \$181,673 | \$84,459 | \$4,024 | \$327,671 | \$6,810,979 | \$7,408,806 |
| 19 | Bowl Revenues | \$1,058,192 | \$0 | \$0 | \$0 | \$0 | \$1,058,192 |
| | Total Operating Revenues | \$17,281,265 | \$625,799 | \$216,668 | \$7,771,518 | \$27,241,205 | \$53,136,455 |
| Expe | enses | | | | | | |
| 20 | Athletic Student Aid | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 21 | Guarantees | \$0 | \$5,000 | \$2,500 | \$3,919 | \$0 | \$11,419 |
| 22 | Coaching Salaries, Benefits and Bonuses paid by the University and Related Entities | b) (4) | | | | | |
| 23 | Coaching Salaries, Benefits and Bonuses paid by a Third Party | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 24 | Support Staff/ Administrative Compensation, Benefits and Bonuses paid by the University and Related Entities | (b) (4) | | | | | |
| 25 | Support Staff/ Administrative Compensation, Benefits and Bonuses paid by Third Party | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 26 | Severance Payments | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 27 | Recruiting | \$601,056 | \$129,433 | \$40,692 | \$425,893 | \$197,472 | \$1,394,546 |
| 28 | Team Travel | \$1,297,391 | \$182,208 | \$87,325 | \$1,122,092 | \$371,050 | \$3,060,066 |
| 29 | Sports Equipment, Uniforms and Supplies | \$1,070,067 | \$82,048 | \$70,713 | \$1,145,937 | \$525,979 | \$2,894,744 |
| 30 | Game Expenses | \$663,290 | \$187,752 | \$93,604 | \$527,854 | \$214,979 | \$1,687,479 |
| 31 | Fund Raising, Marketing and Promotion | \$0 | \$0 | \$0 | \$0 | \$1,801,375 | \$1,801,375 |
| 32 | Sports Camp Expenses | \$17,813 | \$167,912 | \$63,415 | \$2,881,821 | \$81,087 | \$3,212,048 |
| 33 | Spirit Groups | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| | | | | | | | |

| ID | Item | Football | Men's Basketball | Women's Basketball | Other Sports | Non-Program Specific | Total |
|-----|---|--------------|---------------------|-----------------------|-----------------|-------------------------|--------------|
| 34 | Athletic Facilities Debt Service, Leases and Rental Fee | \$0 | \$0 | \$0 | \$0 | \$266,431 | \$266,431 |
| 35 | Direct Overhead and Administrative Expenses | \$219,929 | \$46,101 | \$38,667 | \$168,897 | \$8,821,566 | \$9,295,160 |
| 36 | Indirect Institutional Support | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 37 | Medical Expenses and Insurance | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 38 | Memberships and Dues | \$552,880 | \$1,069 | \$880 | \$24,485 | \$75,372 | \$654,686 |
| 39 | Student-Athlete Meals (non-travel) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 40 | Other Operating Expenses | \$626,576 | \$72,406 | \$25,536 | \$704,899 | \$2,858,256 | \$4,287,673 |
| 41 | Bowl Expenses | \$387,097 | \$0 | \$0 | \$0 | \$0 | \$387,097 |
| 41A | Bowl Expenses - Coaching Compensation/ Bonuses | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| | Total Operating Expenses | \$12,781,988 | \$1,934,474 | \$1,245,895 | \$14,004,950 | \$25,287,966 | \$55,255,273 |
| | Excess (Deficiencies) of Revenues Over (Under) Expenses | \$4,499,277 | -\$1,308,675 | -\$1,029,227 | -\$6,233,432 | \$1,953,239 | -\$2,118,818 |